

# The Communicator

THE CALIFORNIA MOVING &amp; STORAGE ASSOCIATION

## Governor Brown, Legislators Announce Sweeping Reforms To California Public Utilities Commission

SACRAMENTO - Governor Edmund G. Brown Jr., Assemblymember Mike Gatto (D-Glendale) and Senators Jerry Hill (D-San Mateo) and Mark Leno (D-San Francisco) announced a sweeping package of reforms to bolster governance, accountability, transparency and oversight of the California Public Utilities Commission (CPUC).

"These reforms will change how this commission does business," said Governor Brown. "Public access to meetings and records will be expanded, new safety and oversight positions will be created and ex parte communication rules will be strengthened."

"These reforms mark a new beginning for the CPUC. The commission will become transparent and accountable to Californians and focused on the safety of our communities," said Assemblymember Gatto, chair of the Assembly Utilities and Commerce Committee. "I want to thank my colleagues in the Legislature and Governor Brown for their support of these key reforms."

"It's been a long road, and we still have much work to do if we are to build the CPUC that the state deserves," said Senator Hill, whose district includes the City of San Bruno. "Today we take a strong step forward with principles that underscore our shared commitment to an organization that will better serve Californians, ensure their safety and merit their trust."

"The principles are a blueprint for a CPUC that is focused, efficient, working in the public interest, and



Governor Edmund  
G. Brown Jr.



Assemblymember  
Mike Gatto



Senator  
Jerry Hill



Senator  
Mark Leno

most notably, transparent and accountable," said Senator Leno. "The changes agreed to by the Commission and the Governor in SB 215 apply enhanced ex parte communication

rules targeting the abuses of the past and ensure independent prosecution and stiff penalties for those who would violate the public trust. I offer my thanks to Governor Brown, the Commission, my joint author Senator Hueso, all my legislative colleagues and The Utility Reform Network for their commitment to reforming our Public Utilities Commission."

The Governor's Office will work closely with the Legislature and impacted entities in the administration to move forward with these reforms in the months ahead. Complete details of the reform package are below.

### Principles for Reform: Governance, Accountability, Transparency and Oversight of the California Public Utilities Commission

#### Governance

*Increasing the CPUC's focus and expertise by relocating responsibilities and making logistical changes that improve the commission's ability to function.*

--Transfer the implementation and enforcement of the following CPUC transportation responsibilities to departments within the California State Transportation

(REFORMS TO CPUC Continued on page 10)



**CHAIRMAN'S CORNER**  
by Robert Fraser

Yogi Berra, the great New York Yankee catcher, was known for his 'Yogi-isms'. His family has said that he would come out with them spontaneously and unprovoked without really recognizing how profound and hilarious his words were. One of my favorites is "When you come to a fork in the road, take it".

How many times have you come to a fork in your road and stressed over which direction you should take and then not taken either one? We are often confronted with decisions in our professional and personal lives that are sometimes uncomfortable to make, for fear that we might make the wrong one. "Should I start a business of my own?", "Should I get involved?", "Should I rent or buy?", "Should I invest in this?", "Should I pop the question?" It's a never-ending road map of decisions that shape our lives.

Reflecting back on my map, I think about the

routes I've taken in my life. Without a doubt, the one that has had the most impact was when I decided to start a family at a very young age and to continue working with my uncle in his local moving business.

Sure, I might have gone on to become a civil engineer, a doctor or lawyer, that comic book creator, (that I wanted to be when I was 12 years old), if I had stayed in school but then I would not have the wonderful grandchildren that I have now, I would never have met my wonderful wife that I have now, and most importantly, I would never have had the opportunities given me to start and grow the moving company that I now own. I can honestly say that I'm extremely happy with the choices I've made and the paths I've taken, (except for the ones that night with Jay Casey ... but I digress). Had I allowed fear or indecision to get in my way and to stop me on my life's travels I know that I would not be the person I am today.

We all know many people in our lives, whether they are friends or family, who reflect back on their past and say, "I coulda done this" or "I shoulda done that." "Shoulda," "Woulda," "Coulda" are words that we use when something held us back.

*(CHAIRMAN'S CORNER Continued on page 4)*



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## PRESIDENT'S COMMENTS

by Steve Weitekamp

CMSA is blessed to have regular infusion of new participants actively engaged in our Association, be it new members companies or new staff of long-standing members. A recent phone call was a reminder that a review of our current government affairs policy might serve more than a few. Sometimes, with years of involvement in industry issues we speak in shorthand expecting all to have the relevant background available to understand the code.

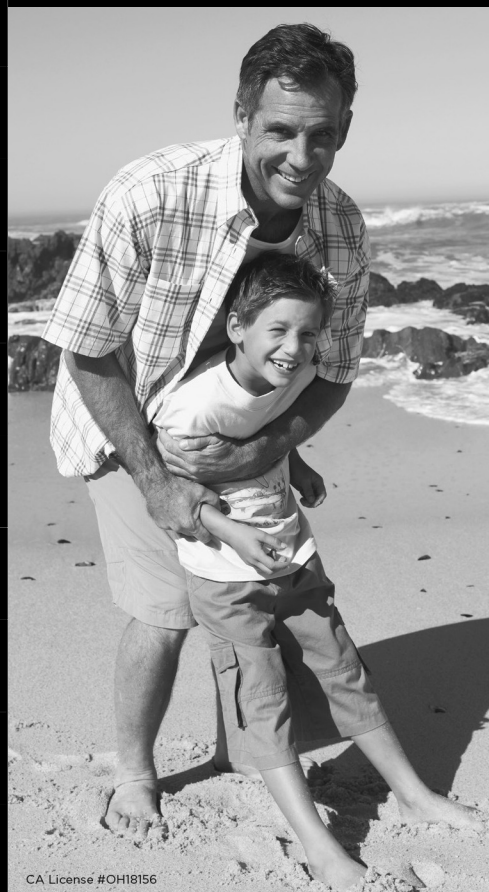
First, it is imperative to understand the value of a trade association to the industry that it serves. CMSA is the only voice, representing more than one company, for legal and permitted movers in California. We are actively engaged with legislators and regulators with the help of many (Staff, Attorney, Lobbyist, Advisors, Association Officers and members both Mover and Associate) to ensure that the voice of our industry is heard and considered.

Who we are starts with our Mission Statement:

*The California Moving and Storage Association (CMSA) is a nonprofit trade association representing the CPUC-permitted carriers and related industries of the state of California. CMSA provides member moving companies with the tools they need to operate legally and responsibly in the industry, including many educational industry forums, newsletters, regular meetings and other programs. The Association assists consumers in making educated choices in the selection of a moving company. By choosing a CMSA member moving company, consumers will benefit by selecting a legal and qualified mover that will provide excellent service for their moving needs.*

As we look forward with expectation of legislative changes that will result in possible regulatory changes, the Association Board of Directors reaffirmed several long held Core Values:

1. We see value in remaining a regulated in-  
(PRESIDENT'S COMMENTS Continued on page 4)



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(CHAIRMAN'S CORNER Continued from page 2)

Think of the words that those who are most successful use, both professionally and personally, and I'll bet they're more along the lines of "I tried" or "I did." If you never "try" or "do," how will you ever know if you can or will succeed?

I once saw a bumper sticker that said, "Don't look back, you're not going that way". Our industry is all about "moving" forward both literally and figuratively.

(PRESIDENT'S COMMENTS Continued from page 3)

dustry with enforcement of regulations with particular emphasis on illegal operators (those who do damage to the moving public, the regulated carriers and the taxpayers of California). We support a Tariff, the MAX 4 is valuable as a set of Standards and Measures and its price benchmarking is valuable.

*(This being said we have always worked for simplification of the tariff with our efforts being the only reason that the number of territories and regions were reduced. Our recent efforts also resulted in the opportunity for carriers to present and retain any and all documents in an electronic format.)*

I think that no matter what position you have, where you are or what you do, whether in your professional or personal lives, when you get to that fork in the road, take it and don't look back!

I hope that everyone's summer has been safe, productive and MOST of all enjoyable.

"I move straight ahead, I stop lookin' back" -  
Grand Funk Railroad

2. We support our membership in business diversification beyond regulated household goods moving. Including but not limited to: Military, Office and Industrial, Record Storage, and Government contracts (State and Local).
3. Associate Members are CMSA members and their concerns and issues are important.

Core Values are an important touchstone when engaged in a rapidly evolving period of change. Upcoming columns will address the Associations regulatory goals and efforts.



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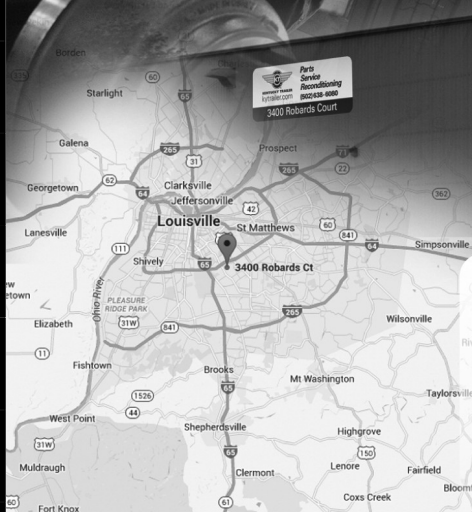
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## Mountain Pass Joint Port of Entry (JPOE) Now Open



SAN BERNARDINO, Calif. – On Thursday June 16, 2016, at 10:00am PST, the California Highway Patrol (CHP) and the California Department of Transportation (Caltrans) hosted a ribbon cutting ceremony to mark the completion of the new state of the art Mountain Pass California Highway Patrol (CHP), Commercial Vehicle Enforcement Facility (CVEF) at the Joint Port of Entry (JPOE).

The new CHP CVEF is located in a rural, unincorporated area of San Bernardino County on Interstate 15, between Yates Well Road and Nipton Road, approximately seven miles south of the California/Nevada border. The facility is approximately 23,000 square feet and will have a workforce of approximately 50 fulltime uniformed and civilian personnel.

The JPOE opened July 1, 2016 and is a Class A



*New state-of-the-art Mountain Pass California Highway Patrol (CHP), Commercial Vehicle Enforcement Facility (CVEF) at the Joint Port of Entry.*

facility operating 24 hours a day, seven days a week, making it one of five Class A facilities in the state. A traffic survey conducted by Caltrans found that approximately 1.25 million trucks will pass

*(MOUNTAIN PASS JPOE Continued on page 7)*

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**Program Administrator**



(MOUNTAIN PASS JPOE Continued from page 6)



Located in a rural, unincorporated area of San Bernardino County.

through the facility annually. The anticipated volume would make the facility one of the busiest in the state.

The new enforcement facility will provide enhanced safety to the motoring public of California while also reducing damage to state highways from overweight commercial motor vehicles. It will allow CHP employees to inspect vehicles for unsafe loads, and equipment violations such as faulty brakes, steering, and structurally deficient trucks and trailers.

The CHP CVEF is part one of two phases of the

JPOE compound. Phase Two will construct a new facility and inspection station for the California Department of Food and Agriculture. The project is expected to begin in late 2016 and be complete in early 2019.

The opening of the new CHP CVEF will aid the Department's Strategic Plan which is to provide the highest level of Safety, Service, and Security to the citizens of California.

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# Top 10 Things You Need To Know About The 2016 BIT Program

by Charlie Robertson, Peterson Trucks

1. The name and concept have changed — **Assembly Bill 529 (Lowenthal 10/3/2013) Biennial Inspection of Terminals (BIT) Program** is now called **The Basic Inspection of Terminals** BASIC's (Federal CSA program) accounts for these measurable items:

- Unsafe driving, hours of service, driver fitness, controlled substance, vehicle maintenance, hazardous materials, crash indicators, citations.

2. You now have a **USDOT number**

- CHP has been entering your MCP info in CHP system into the Fed system, creating a USDOT number. To review or change info use MCS-150 form. Correct information is important because your scoring levels are based on your peer groups.
- Intrastate-only carriers do not have to display USDOT number – CA# still given priority.

3. Terminal inspections are now based on **performance not time**

- Terminals are selected based on your basic scores at or above federal alert levels. You are no longer responsible to schedule and pay BIT fees to CHP.
- CHP, beginning January 1, 2016, may inspect any terminal at any time it chooses. If a terminal has received a "satisfactory" rating in a previous inspection, then CHP may wait six years to next inspect that terminal. If a terminal that receives "unsatisfactory" rating or falls below the threshold established by the priority system in CHP's regulations, then CHP must re-inspect within 120 days.
- Prioritization of inspections for terminals never before inspected & hazmat carriers.

4. Fees are paid annually to the **DMV (MCP)** by **total power fleet size**

- DMV is much better at collecting and applying fees than the CHP.
- Fees are paid annually based off your MCP.



5. Commercial trucks over 10,000 pounds are now included in 90 day inspections

- If a truck is used for commerce and is greater than 10,000 pounds you need to conduct 90 day inspection checks. CVC 34500 (j) and 34505.5.

6. Focus is on non-compliant motor carriers

- Basic score performance-based interventions (taken from roadside inspections, crash, and citations).
- Keeping focus on carriers not in compliance, other than checking up on those who are.

7. Eliminated the four month lease provision for BIT responsibility

- Often, lease agreements will go so far as to indicate the authorized carrier is *not* responsible for the vehicles it operates. This is contrary to the language in the federal regulations and will also be contrary to the language and intent of the state regulations adopted in this rulemaking action.

8. It's real time tracking – proactive vs. reactive

- You can see your scores, information, inspections online under the SMS <https://ai.fmcsa.dot.gov/sms/> (make sure to have your US DOT PIN Number).
- If you need a US DOT PIN Number <http://safer.fmcsa.dot.gov/>

9. You must now have the drivers job application as part of the driver file

10. Hours of service will be a focus at roadside inspections for any units that fall under "commercial motor vehicles over 10,000 pounds"

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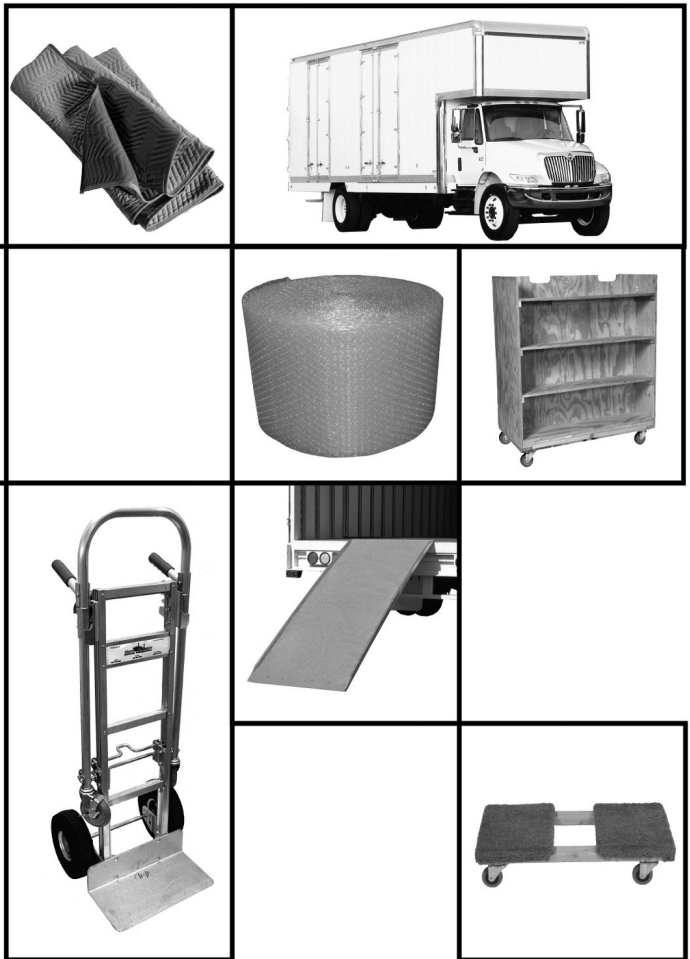
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(REFORMS TO CPUC Continued from page 1)

Agency (e.g., California Department of Motor Vehicles primarily for licensing, registration, evidence of insurance and select investigations and the California Highway Patrol primarily for enforcement and select investigations) through the Governor's Reorganization Plan process:

- >Passenger Stage Corporations
- >Charter-Party Carriers (including Transportation Network Companies)
- >Household Goods Carriers
- >Other carriers subject to CPUC registration requirements (for-hire vessel carriers, commercial air operators, private carriers of passengers and interstate carriers)

--Assess State Telecommunications governance by January 1, 2018.

--Establish cross-agency secondments (for example, with the Division of Oil, Gas, and Geothermal Resources, California Air Resources Board, etc.) to foster coordinated actions and exchange of information and facilitate cultural change.

--Work with state colleges and universities to develop and offer curricula specific to the regulation and oversight of utilities.

--Authorize the CPUC to hire and locate employees in San Francisco, Los Angeles and Sacramento.

--Require CPUC voting meetings to be held in various regions of the state.

--Provide statutory authority to consider outside reports from state, federal and academic sources.

--Allow a commissioner to issue an Alternate Proposed Decision (APD) at any time before the Commission votes (current law requires issuance of the APD simultaneous to the issuance of the Presiding Administrative Law Judges issuance of their Proposed Decision.).

### **Accountability**

*Enacting reforms to make it easier for the public and watchdog groups to participate in CPUC proceedings.*



*California Public Utilities Commission headquarters in San Francisco.*

--Prohibit former regulated utility executives from serving on the Commission for 2 years.

--Allow any California agency to participate in CPUC proceedings without official party status.

--Authorize the California Attorney General to bring an enforcement action in superior court against a decisionmaker or employee of the commission who violates the ex parte communication requirements.

### **Transparency**

*Reforming the ex parte rules to establish a more ethical environment that is fair to all parties, while providing flexibility for entities to contact their appointed officials.*

--Ex Parte:

>Adjudicatory proceedings: maintain the current prohibition on ex parte communications.

>Quasi-legislative proceedings: allow commissioners to meet freely, particularly with members of the public, to gain perspective and become more educated on the subject area.

>Ratesetting proceedings: require commissioners and interested persons to disclose and promptly log and post the content of ex parte communications online. Failure to timely report shall result in penalties enforced by either the CPUC or the California Attorney General.

(REFORMS TO CPUC Continued on page 11)



(REFORMS TO CPUC Continued from page 10)

>The CPUC may apply additional limits on ex parte communication in ratesetting or quasi-legislative proceedings as circumstances may warrant.

--Allow intervenor compensation for substantial contribution including when a party does not participate in a settlement.

--Subject the CPUC to the judicial review provisions of the California Public Records Act and revisions to improve the CPUC public records and confidentiality statute (§ 583) to retain confidentiality with a more timely release of public information.

--Require documents distributed to service lists be docketed.

--Require transcripts to be made publicly available promptly.

--Require representatives of organizations that lobby the CPUC to register, much like the rules followed in the Legislature.

--Allow commissioners to deliberate on ratesetting proceedings if no hearing has been held. Current law allows commissioners to meet and deliberate only when a hearing is required for resolution of the proceeding.

--Make administrative record more open in quasi-legislative proceeding by not applying the formal rules of evidence.

--Allow commissioners to discuss administrative and managerial issues in closed meetings.

--Enter public comments into the record and develop an e-comment system to make commenting more accessible.

--Establish thresholds for the reasonable and timely resolution of proceedings with enhanced CPUC authority to conclude proceedings in cases exceeding those thresholds.

--Ensure the CPUC appoints all senior executive staff who report directly to the CPUC, including the Execu-

tive Director, the General Counsel, the Internal Auditor and the Chief Administrative Law Judge.

### **Oversight and Safety**

*Enacting sweeping ethics reforms, which have been elusive or are completely unprecedented.*

--Create an Ethics Ombudsperson who any CPUC employee or member of the public can contact at any time with any concern and who is responsible for enhanced ethics training for all CPUC staff and commissioners, on everything from gift and travel ethics to ex parte compliance.

--Codify the creation of the Deputy Director for Safety with plenipotentiary power to "red tag" any unsafe facility, process or activity.

--Require the CPUC to work with the Nuclear Regulatory Commission to expedite relocation of spent fuel currently stored at the San Onofre Nuclear Generation Station to an independent spent fuel storage installation.

--Increase oversight of excavation and improve enforcement of dig-in safety laws.

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## Truck and Bus Regulation Low-Use Vehicle Exemption

On December 12, 2008, the California Air Resources Board (ARB/Board) approved the Truck and Bus regulation to significantly reduce particulate matter, or PM, and oxides of nitrogen emissions from existing diesel vehicles operating in California. This summary describes the exemption for low-use vehicles and has been updated to describe amendments that were approved by the Air Resources Board on April 25, 2014. This information does not apply to school buses. The regulation does not apply to state and local government vehicles, solid waste collection trucks, drayage trucks that transport marine cargo, and public transit buses because they are already subject to other regulations.

### What is the low-use vehicle exemption?

Vehicle owners to identify which vehicles will meet the annual mileage limits and will be exempt from PM filter or engine-upgrade requirements in any calendar year.

### What qualifies for the low-use vehicle exemption?

A low-use vehicle is one that operates less than 1,000 miles per calendar year within California's borders.

Until January 1, 2020, low-use vehicles also include vehicles that travel less than 5,000 total miles per calendar year. Engine or PTO hours are no longer used to determine low-use.

### How do I take advantage of the low-use vehicle exemption?

Each January you can designate which trucks will use the low-use exemption for the year. You must report vehicle information and odometer readings by January 31 of the compliance year or within 30 days of purchasing a vehicle. You must also report end of year odometer readings and when the vehicle is sold to demonstrate the vehicle met the mileage limits. You must also keep records of odometer readings, vehicle purchases, and sales.

### I travel in and out of California, how can I qualify for the low-use exemption?

If you travel less than 1000 miles per year in California, you will need to report odometer readings like other fleets; however, you will also need to track and

(LOW-USE VEHICLE EXEMPTION Continued on page 13)

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(LOW-USE VEHICLE EXEMPTION Continued from page 12)

report the total miles traveled outside of California. The miles traveled outside California are subtracted from the total miles operated when determining compliance. Fleet owners must keep documentation of the miles travelled inside and outside California, like International Registration Plan records, fuel tax records, or other documentation. The owner must provide records to the Air Resources Board (ARB) upon request.

### How do miles traveled for emergency use count when using the low-use extension?

The mileage accrued in support of an emergency event does not count towards the usage limits of the low-use exemption. Emergency events include wild fires, floods, and other natural disasters where the vehicle was dispatched by a local, state, or federal agency. Emergency use includes miles travelled to and from an emergency event, and delivery of services or supplies in connection with the emergency event. The vehicle owner must report the miles the vehicle was used to support emergency events for any vehicle that exceed the annual limits.

### Can I claim the low-use exemption if my odometer

### is not functioning?

No, you cannot claim a mileage base extension without a properly functioning odometer. If the odometer does not operate, you must use a hub-odometer that has a unique serial number, and has a lock-out feature that permanently prevents tampering. The serial number must be reported if a hubodometer is used. 1 The regulation does not apply to state and local government vehicles, solid waste collection trucks, drayage trucks that transport marine cargo, and public transit buses because they are already subject to other regulations.

### What happens if I go over the usage limits for a vehicle using the low-use exemption?

If a vehicle is expected to exceed the mileage limit of the low-use vehicle exemption, the owner must bring the vehicle into compliance before exceeding the usage limits and must report what actions were taken to remain in compliance within 30 days of the change.

### Can I use the low-use exemption to reduce my fleet size and qualify for the small fleet option?

No, the low-use exemption does not change the fleet

(LOW-USE VEHICLE EXEMPTION Continued on page 14)



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(LOW-USE VEHICLE EXEMPTION Continued from page 13)

size when determining whether you qualify for the small fleet option. For example, if you own four vehicles with a GVWR greater than 14,000 lbs you cannot claim the small fleet extension even if two trucks use the low-use exemption.

### **How do I determine compliance for my fleet if I am using the low-use exemption.**

Vehicles covered under the low-use exemption are relieved from the clean-up requirements regardless of compliance option used. Owners that use the phase-in option can exclude low-use vehicles when determining how many PM filters are required each year to bring the fleet into compliance. Vehicles that use the low-use exemption must also be counted in the existing fleet when calculating the downsizing credits, except if the vehicle has been reported as not being operated in the compliance year.

### **Can I use the low-use exemption for a two-engine street sweeper?**

Yes. A street sweeper with two engines may use the low-use exemption like other trucks if it meets the low-use mileage limit for the drive engine, with one excep-

tion. Tier 0 auxiliary engines cannot be operated more than 100 hours per year starting January 1, 2014, and their usage must be reported. Otherwise, the reporting and record-keeping requirements are similar as for other vehicles.

### **How do I determine compliance if I have several vehicles that use extensions?**

The Truck and Bus Fleet Calculator is an Excel spreadsheet that you can use on your own computer to help you evaluate various compliance strategies from now until 2023. The calculator allows you to determine compliance with one or more options in the regulation, including credits, extensions, and special provisions.

### **Where can I get more information?**

Fact sheets, compliance tools and regulatory documents about the Truck and Bus Regulation are available at [www.arb.ca.gov/dieseltruck](http://www.arb.ca.gov/dieseltruck). If you have questions or wish to obtain this document in an alternative format or language, please call ARB's diesel hotline at (866) 6DIESEL (634-3735). TTY/TDD/ Speech to Speech users may dial 711 for the California Relay Service.



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# Which Jobs to Automate - Which Must Stay Human

By: Paul Finkle, SPHR, CMC - Executive Vice President, Practice Leader

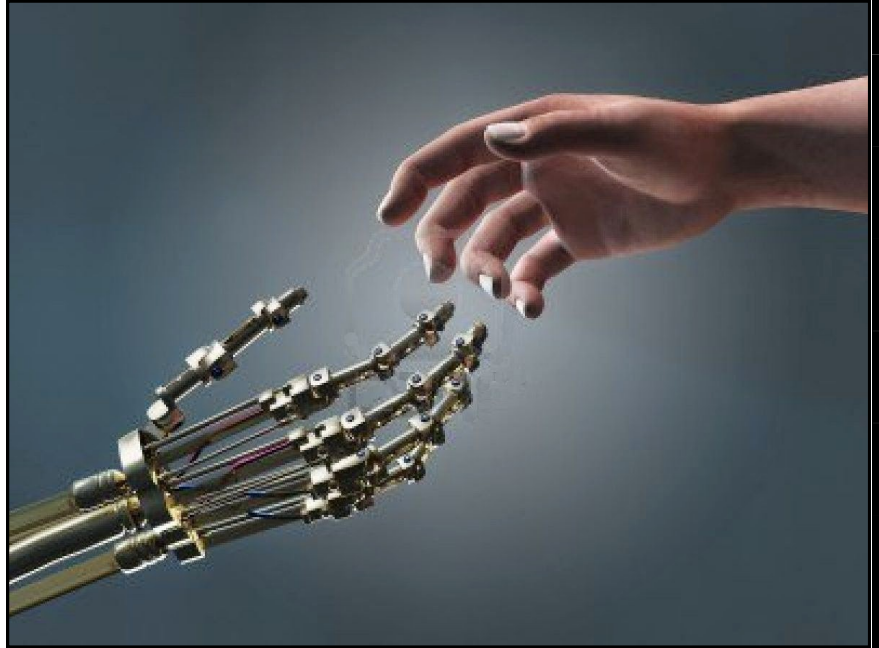
According to a recent article in Fortune Magazine, the brokerage firm USAA noticed that when the stock market recently plunged everyone stopped using their online services and called on the phone. How do you plan or staff for that? What is the right level of automated services for efficiency v. losing the personal touch? It is a challenge that faces virtually every industry.

## Safety and Efficiency

One clear factor that argues for automation is safety. For example, in manufacturing, an increase in workers' compensation claims could be a symptom of an inherent risk in the manufacturing process that can be automated to reduce strains and accidents. Further, a business case can often be made that significant efficiencies can be gleaned from the right kind of automation. Tesla is a shining example of how improved process design, the right level of human interaction, and robotic technology can efficiently produce a world-class automobile. But what about service industries?

## Three Cases Where Human Touch Matters

1. **The Customer Values It** - In the service industry where advice is required, such as making a medical decision, a legal decision, or where to invest, the human touch is critical. Experience, objectivity and wisdom are extremely difficult to automate and customers are not willing to accept an electronic answer in these situations.
2. **Where Multiple Factors Must Be Represented and Considered** - In complex organizations where there are different factions, points of views and stakeholders, it is extremely difficult to automate decision-making or the process. It is one thing to automate processes; it is another to gain agreement on the path forward.
3. **Holding A Single Person or Team Accountable** - Once a system is automated it becomes



a hardware or software issue. Often, in order for there to be high customer satisfaction, there must be a group that is accountable. Judges, managers, coaches - all these roles cannot be automated because someone must be ultimately accountable. This holds true for top level decisions as well. Every successful organization knows that leadership matters. It matters because some human must exercise good judgment and must inspire others to follow. Automating that secret sauce is quite a way off.

So as business becomes more technical, automated, and enamored with big data trends, each organization will have to use some judgment about what can be automated and should necessarily remain human. It is probably better to debate this in a planning session (with other humans) before automating the wrong process and driving your customers to the competitor.

**Disclaimer:** Some information contained herein has been abridged from numerous sources and may be protected by various copyright laws. Such information should not be construed as consulting or legal advice. Please contact our office for specific advice

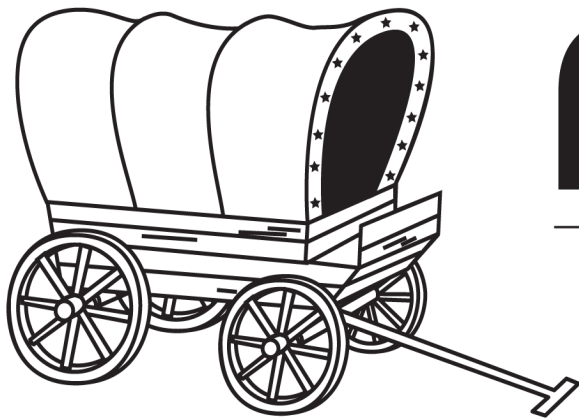


## FMCSA Issues Safety Advisory Related to the Possession and Use of Battery-Powered Portable Electronic Smoking Devices in or Around Commercial Motor Vehicles

The Federal Motor Carrier Safety Administration (FMCSA) is issuing a Safety Advisory to provide notice and information to owners and operators of commercial motor vehicles (CMVs) concerning incidents that have occurred relating to the possession and use of battery-powered portable electronic smoking devices [e.g., e-cigarettes, e-cigs, e-cigars, e-pipes, e-hookahs, personal vaporizers, electronic nicotine delivery systems] and the transportation safety risks associated with the use of these devices. The use of battery-powered portable electronic smoking devices has resulted in incidents including explosions, serious personal injuries, and fires. The explosions regularly involved the ejection of a burning battery case or other components from the device which



subsequently ignited nearby flammable or combustible materials. The Federal Hazardous Materials Regulations and Federal Motor Carrier Safety Regulations do not specifically address the potential safety risks posed by battery-powered portable electronic smoking devices. However, motor carriers and drivers should be cognizant of the risks associated with these devices and exercise good judgment and appropriate discretion in their possession, storage, and charging or use on, around, or while operating a CMV, and adhere to the smoking prohibitions on, near, or when loading and unloading a motor vehicle transporting hazardous materials in accordance with [49 CFR 177.834\(c\)](#) and [397.13](#). [Click here](#) to read the full Safety Advisory.



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## CALENDAR OF EVENTS

Tue., Aug. 16	Chapter President's Orientation—Southern CA
Thu., Aug. 18	Chapter President's Orientation—Northern CA
Wed., Sep. 14	San Diego Chapter Meeting
Tue., Sep. 20	Mid Valley Chapter Meeting
Wed., Sep. 21	Monterey Chapter Meeting
Thu., Sep. 22	Central Coast Chapter Meeting
Thu., Sep. 22	OC/Beach Cities Chapter Mtg
Fri., Oct. 7	Monterey Bay Chapter Golf & Bocce Tournament
Tue., Oct. 18	OC/Beach Cities Chapter Golf Tournament

**2017 CMSA Convention, May 2–7**  
**The Westin Mission Hills Resort Golf & Spa**

**2018 CMSA Convention April 17–22**  
**Hyatt Regency Sacramento**



## CMSA / JUNE MONTHLY REPORT

### Top Agents of the Month

1. NorthStar Moving — 7,132 lbs. = 5,943 meals
2. Atlantic Relocation Systems LA — 140 lbs = 116 meals

## ASSOCIATION LEADERBOARD



## JUNE 2016 MONTHLY REPORT

	ASSOCIATION	ENROLLED MOVERS
1	CALIFORNIA (CMSA)	51
2	SOUTHWEST MOVERS (SMA)	49
3	ILLINOIS (IMAWA)	38
4	FLORIDA (FMWA)	34
5	NORTH CAROLINA (NCMA)	28

	ASSOCIATION	TOTAL LBS.
1	PENNSYLVANIA (PMSA)	1,033,499
2	ILLINOIS (IMAWA)	655,405
3	SOUTHWEST MOVERS (SMA)	625,613
4	CALIFORNIA (CMSA)	613,023
5	NEW JERSEY (NJWMA)	551,057



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## CLASSIFIED ADVERTISING

**CHARGES:** 1-5 lines \$15; \$2 each additional line. CMSA box number \$5. Special heading/setup extra.

Email Renee Hifumi at [rhifumi@thecmsa.org](mailto:rhifumi@thecmsa.org) to place your advertisement.

### BUSINESS WANTED

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### EMPLOYMENT OPPORTUNITY

Looking for managers in L.A./Orange and Northern Bay Area. Must be extremely computer literate. Must be good with people and should have experience in the Moving and Storage Industry. Send resumes and letters of inquiries to: CMSA, Box J2, 10900 E. 183rd St., #300, Cerritos, CA 90703.

### EMPLOYMENT OPPORTUNITY

Santa Clarita based agent for Stevens Worldwide Van line looking for driven sales person to perform in-home estimates, close sales, and generate new business through various networking opportunities. Please email resume to [wmsads@yahoo.com](mailto:wmsads@yahoo.com) or call 888.928.4424

### STORAGE VAULTS WANTED

Seeking to purchase 400 Storage Vaults in GOOD CONDITION. Call Martin @ 562-408-6677 Ext. 231.

### EMPLOYMENT OPPORTUNITY

Rebel Van Lines is looking to hire an experienced O & I Salesperson and Modular Furniture Salesperson. Please email resume to: [nan@rebelvanlines.com](mailto:nan@rebelvanlines.com).

### EMPLOYMENT OPPORTUNITY

Rebel Van Lines is looking to hire Class A & B drivers. To apply, please email [nan@rebelvanlines.com](mailto:nan@rebelvanlines.com) or call 800-421-5045.

### EMPLOYMENT OPPORTUNITY

Rebel Van Lines is looking to hire an experienced and aggressive residential Household Goods Salesperson/ Estimator for Los Angeles and Orange County areas. Email resume to: [nan@rebelvanlines.com](mailto:nan@rebelvanlines.com).

### EQUIPMENT FOR SALE

Level Lift lift gate for sale. Max 3300 lbs. Contact Golden West Moving at 714-895-5152 or [kim.aseniorsensitiveservice@gmail.com](mailto:kim.aseniorsensitiveservice@gmail.com)

### EMPLOYMENT OPPORTUNITY

Ernie's Van & Storage (Atlas Van Lines agent) in Rocklin, CA is looking to hire a qualified & experienced HHG/NAC salesperson. For more information, please contact [msowell@evsmoving.com](mailto:msowell@evsmoving.com).

### EMPLOYMENT OPPORTUNITY

Hemsted's Moving & Storage Seeking experienced warehouse man and local dispatcher- must be experience in All areas of warehousing-only experienced need apply- Great Benefits & Pay Plan DOE Send resume to [hemsteds@hemsteds.com](mailto:hemsteds@hemsteds.com)- no phone calls

### EMPLOYMENT OPPORTUNITY

Schumacher Cargo Logistics, Head office in Gardena, CA is seeking experienced Sales Executive for Int'l shipments only. Company will supply all leads, no cold calling required. Great opportunity for appropriate experienced person. Contact [jobs@sclusa.com](mailto:jobs@sclusa.com)

### EMPLOYMENT OPPORTUNITY

Hemsted's Moving & Storage has full time position available. Accounting, must have moving and storage experience and be proficient in excel and word. Great Benefits & Pay Plan DOE Send resume to [hemsteds@hemsteds.com](mailto:hemsteds@hemsteds.com) - No phone calls

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# HISTORICAL PHOTO

As the CMSA closes in on its 100th year, join us in looking back down memory lane at these wonderful historical pictures. If you have any pictures you would like to share, please email them in JPEG format to: [rhifumi@thecmsa.org](mailto:rhifumi@thecmsa.org).



*2004 Former Chairmen Event at the 86th Annual CMSA Convention held on the Hawaiian island of Kauai.*



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